

HOW TO OBTAIN IT.

# Superb Illustrations Of Our Greatest Premium The Encyclopædic Dictionary



a means of amplifying the definitions, and of throwing additional light on the Encyclopædic subjects, contained in this grand library, thousands of illustrations have been specially prepared for this work. We do not hesitate to say that for extent, variety, clearness, beauty and educational value, they surpass those of

any other Dictionary and Cyclopædia in the world.

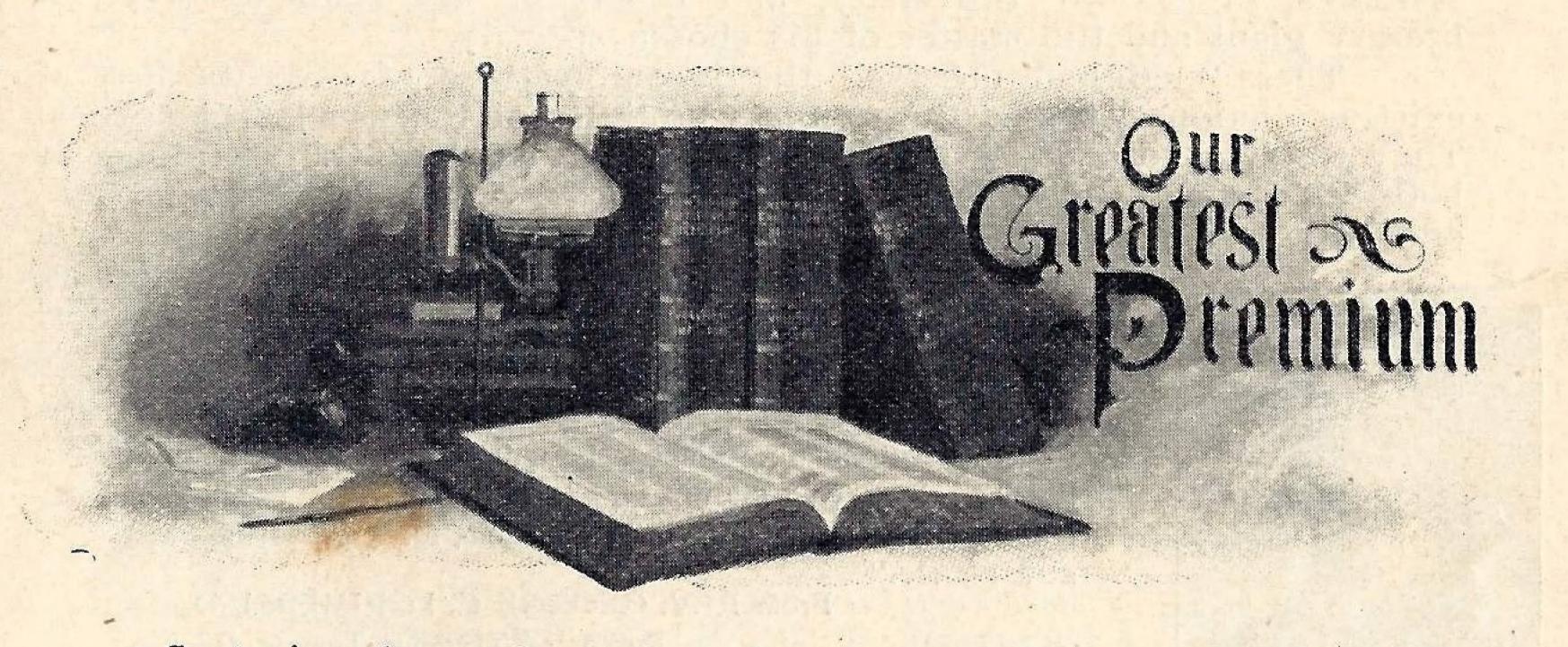
These illustrations consist of beautiful Chromatic Plates. Plates in Monotone, together with innumerable Etchings and Half-tones, covering an infinite variety of subjects and pointing the way to a quick understanding of the word-definitions. For instance:

THE CHROMATIC PLATES, which are in 17 colors, cover 444 subjects, including the Coats of Arms and Flags of all Nations, Society Emblems, Races of Mankind, Marine life, Birds, Precious Stones, etc., etc.

THE DOUBLE PAGE PLATES in Monotone, cover 592 subjects, among which will be found Aboriginal American Architecture, Byzantine, Saracenic, Grecian, Romanesque, Gothic, Renaissance and Indo-Chinese Architecture, Egyptian Antiquities, the Mound Builders and Lake Dwellers, Mythological Subjects, Royal Insignia and Vestments, Archaeology of the United States, etc., etc.

THE SINGLE PAGE PLATES in Monotone, cover 42 subjects which are full of interest; among these will be found the Battle-Ships, Steam-Ships, American Locomotives and Bridges, the famous Geysers of Yellow Stone Park, Modern Bridges, odd and Ancient Dwellings, etc.

On account of this distinctive feature, the Dictionary has a value from the standpoint of home-study that is almost beyond calculation. All questions as to plants, birds, fishes, reptiles, or any of the subjects which appeal most strongly to the young, find prompt and satisfactory settlement in these pages, and through the aid of the illustrations.



Centuries of experience have demonstrated that success is the true

test of merit. Nothing really good can utterly fail; the "fittest" will longest survive, and will attain the highest measure of prosperity.

Judged by this rightly accepted criterion, THE ENCYCLOPÆDIC DICTIONARY is the most meritorious of all standard reference works; and as such we present it to our patrons. Its success-remarkable even in these days of prodigious effort-is not merely that of the counting-house, reckoning only by monetary gain; for this great work has won a victory even more pronounced, in commanding recognition of its unmatched intrinsic merits by the most learned and advanced scholars of the whole English-speaking world.

Our offer of this grand and now world-famous work as a LARKIN PREMIUM is an event that marks an era in the history of commercial enterprise and in literature in America. It is important, therefore, that all shall know the origin, development, and infinite value of this, "Our

Greatest Premium."

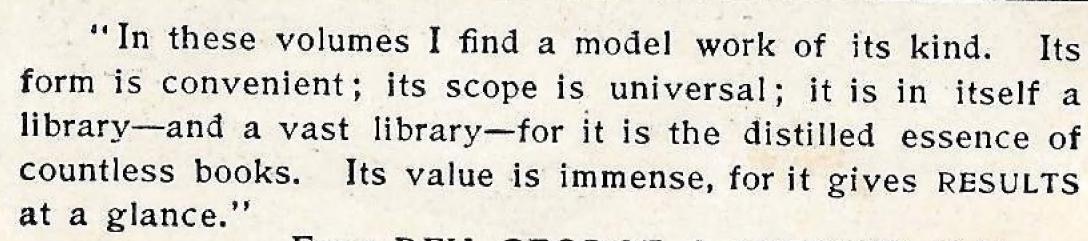
THE ENCYCLOPÆDIC DICTIONARY had its origin more than twenty years ago, before Dr. Murray's colossal but still unfinished work was begun, at Oxford University in England. A score of Britain's foremost scientists were associated, first in planning the work, and then in the tremendous labor of its execution. Among these were the great Huxley-most eminent naturalist and philosopher of his generation; Proctor, renowned and honored for his researches in astronomy; Sir John Stainer, the peerless musician, composer and critic; Professors Hunter, Walker and

Williams, of Oxford University, and others of like character-each a

literary giant and the master of his chosen specialty.

These men had observed the incompleteness of even the best of existing dictionaries, also the needless prolixity of the usual cyclopædias. They resolved to produce a work that should combine the usefulness of both—that should excel as a dictionary of words while completely meeting, and at a moderate cost, the popular demand for a condensed, practical

encyclopædia covering the whole range of human knowledge—simple in language but scholarly in character.



From REV. GEORGE C. LORIMER, D.D.

Pastor of Tremont Temple, Boston.

Seventeen busy years were spent in preparing this truly wonderful publication. A hundred editors were constantly employed, beside an even larger number of specialists, whose contributions—great and small—came from every corner of the globe.

The cash outlay exceeded three quarters of a million dollars.

Naturally, a publication of such vast importance commanded the instant attention of the whole literary world; and, shortly after the first advance sheets were sent across the seas, American publishers bestirred themselves to match their British rivals. A new edition of the time-honored "Webster" was begun. The "Standard" was projected, with a considerable vocabulary, but little encyclopædic matter. In due time appeared the "Century Dictionary"—a work of sterling merit and a direct descendant of The Encyclopædic, whose form and features it distinctly bears. Indeed, so close is the resemblance that the "Century" is the only reference work in the world to-day that bears comparison with The Encyclopædic.

Thousands of copies of THE ENCYCLOPÆDIC were sold, both in Europe and in America, at the original prices of from \$42.00 to \$70.00—prices none too high for a work so valuable and costly to produce, but high enough to place this wonderful educator beyond the reach of the knowledge-

hungry masses.

In 1894 an American syndicate secured the sole right to publish

The Encyclopædic Dictionary in America, and spent a fortune in the preparation of a new, revised, and thoroughly Americanized edition. This being offered at a popular price, nearly half a million copies were distributed within the first four years—a sale equal to that of all other reference works combined during the same period, and wholly unprecedented in the history of book-selling. This splendid edition has been endorsed by leading American educators and the newspaper press, and adopted as a standard in thousands of the best schools and colleges. It is now so well known and popular that tens of thousands are annually sold at prices ranging from \$20.00 for the cheapest style to \$48.00 for the more elaborate bindings. A third revision has been recently completed; and it is this latest American edition that we offer as a premium.

Let us state our offer clearly: We propose to present this invaluable home reference library—the complete work and latest edition, bound in four immense quarto volumes—to every one of our patrons who promptly accepts our present remarkable premium offer, as fully set forth on page 11.

We make this offer for the sole purpose of increasing our trade.

It is a proposition of astounding liberality that will be the means of introducing THE LARKIN SOAPS to

"The Encyclopædic Dictionary is in all respects the most perfect work of reference yet published. This extremely valuable work combines the essential features of both dictionary and encyclopædia—concise, authoritative, and up to date."

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Edited by HON. CHARLES EMORY SMITH
Postmaster General

tens of thousands of additional families, who will thereafter be satisfied with nothing else. Experience says: "Once our customer, always our customer."

We have been obliged to purchase an enormous edition of the Dictionary for spot cash, under an ironclad contract to distribute the books AMONGST OUR CUSTOMERS ONLY. It's a way we advertise. Instead of investing \$100,000.00 in newspaper columns, we invest our money in these wonderful books, at rock-bottom wholesale price—AND THEN GIVE THE BENEFIT OF THIS GREAT CONTRACT TO OUR PATRONS.

Definitions That Define

One of the chief distinguishing features of the great Encyclopedic character. All topics are arranged alphabetically in one common vocabulary, and are treated (whether briefly or at length) just as they occur

For example: You desire to look up the word, "appendicitis"—
perhaps to determine its spelling, or to learn the correct
sound of its fourth vowel. In the ordinary dictionary

in regular alphabetic succession.

"The Encyclopædic Dictionary is a library condensed into four volumes; a ton of diffusiveness reduced to forty pounds of quintessence; and, withal, as delicate in detail as it is comprehensive in contents."

From REV. CHARLES H. PARKHURST, D. D.

or word book, if of recent date, you will probably find the word properly spelled—possibly accented and with

pronunciation indicated. But the definition! What more do you really know about the disease after consulting even such really admirable dictionaries as Webster's International or the Standard? (See opposite page.)

THE ENCYCLOPÆDIC not only spells and pronounces the word for you, but goes on and tells you all that latest medical science knows of the symptoms, causes, and cure of the disease; and this particular definition emanates from high authority, too—Prof. Deaver, of the University of Pennsylvania.

There are about 50,000 similar definitions in this work. Some occupy less space than the example here given, while others cover more than a page; complete and satisfying in either case.

Perfection in pronunciation is assured by a system of simple but elaborate diacritical marks indicating the exact value of every vowel When more than one pronunciation is given, the first is the one preferred by the editors. Thus (see opposite), The Encyclopædic prefers the long "i" in the fourth syllable of "appendicitis," but gives the long "e" sound as permissible. Every vocabulary word is similarly treated, rendering mispronunciation impossible.

# These Comparisons Will Interest You

They explain why this Dic-

tionary is called "Encyclopædic," and demonstrate that you need never buy another general reference work if you are lucky enough to secure a copy of "Our Greatest Premium."

(As defined in "The Encyclopædic.")

#### ap-pěn-dĭ-çī'-tĭs, ap-pěn-dĭ-çî'-tĭs, s. [Lat. appendix; suff. -itis.]

Path.: Inflammation of the vermiform appendix of the cæcum, a worm-like, blind sac in the lower right side of the abdomen. The causes are various, exposure to cold or dampness, or some indiscretion in diet, being the most usual. In a large proportion of cases, foreign substances are an active factor in the production of the disease when a catarrhal condition of the mucous membrane already exists. In the absence of this condition, foreign bodies may remain and cause little or no disturbance; but should the membrane become inflamed, they add to the irritation by occluding the lumen of the appendix, thus favoring ulceration of the walls, perforation, and even gangrene of the whole organ. Catarrhal inflammations of the appendix are common and frequently chronic, but have not heretofore been recognized as appendicitis. [See Typhlitis, Perityphlitis.] Several forms of this disease are now recognized, as acute, chronic, and recurrent; also rheumatic appendicitis, which is observed in cases presenting a rheumatic diathesis. Acute, severe attacks occur when the bacillus communis coli is present in a virulent form, and if this condition be associated with a fæcal concretion or other foreign body causing pressure, there is imminent danger of necrosis, perforation, and death. The symptoms of appendicitis are intense, cramplike pains, which may not at first be located in the right iliac fossa; nausea, if not vomiting; rigidity of the abdominal walls, especially of

the right side and before the rain localizes itself; constipation generally, but diarrhoea occasionally; intense thirst; a disposition to flex the thighs upon the abdomen; and extreme tenderness at the seat of the disease. The inflamed appendix may generally be felt by deep palpation. Extreme local tenderness at this spot is a valuable diagnostic sign, distinguishing appendicitis from general peritonitis. In moderately severe cases pulse-rate and temperature are not seriously affected, but a sudden fall in temperature often indicates perforation, and is therefore a suspicious symptom. Medical treatment frequently affords relief, but many practitioners recommend excision of the appendix as the only radical cure, and also as a preventive. This operation is now performed with great success, the rate of mortality being only two or three per cent., exclusive of cases in which surgical interference is made during an acute attack, when the mortality is much larger—perhaps 15 to 20 per cent. Complete natural obliteration of the lumen of the appendix has been observed, resulting in a spontaneous and permanent cure. [See VERMIFORM APPENDIX.]

(As defined in "The International.")

ap-pen-di-ci-tis, n. (Med.) Inflammation of the vermiform appendix.

(As defined in "The Standard.")

ap-pen-di-ci-tis, n. Path.: Inflamma-tion of the vermiform appendix of the cæcum.

Now You Know Why The Encyclopædic is better than any other Cyclopædia—because it more than fills the place of the best of both.

# \$30 for \$10 "Our Greatest Premium" "Our Greatest Premium"

For \$10.00 we will send you one of our Combination Cases, containing \$10.00 worth of our best soaps and toilet necessaries (see sample list below), and also a set of the great ENCYCLOPÆDIC DICTIONARY, in four immense quarto volumes, latest edition, which sells regularly for \$20.00. Following is a list of contents of

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### Enough to last an Average Family one Full Year

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100 Bars "Sweet Home" Soap For all laundry and household	\$5.00	1/4 Doz. Borated Tar Soap
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10 Bars White Woollen Soap .	.70	1 Bottle, 1 oz., Modjeska Per-
A perfect soap for flannels.		fume
12 Pkgs. Boraxine Soap Pow-		Delicate, refined, popular, lasting.
der (full 1bs.)	1.20	1 Jar, 2 ozs., Modjeska Cold
An unequalled laundry luxury.		Cream
5 Bars Honor Bright Scouring		Soothing. Cures chapped hands.
Soap	.25	1 Bottle Modjeska Tooth Powder .25
1/2 Doz. Modjeska Complexion		Preserves the teeth, hardens the
Soap	.60	gums, sweetens the breath.
Perfume exquisite. A match-		1 Stick Witch Hazel Shaving Soap .10
less beautifier.		The Contents, bought at retail, ——
1/4 Doz. Old English Castile Soap	.30	cost \$10.00
1/4 Doz. Creme Oatmeal Toilet	Grand -	The premium, worth at Retail 20.00
Soap	.25	All \$10. (You get the Dic-) tionary gratis.)
1/4 Doz. Elite Glycerine Toilet	Fa Control of the Con	for PIU. (tionary gratis.) \$30
Soap	.25	<b>Φ90</b>

N. B.—The Dictionary is regularly bound in substantial cloth. To bind it in half Russia leather costs \$2.00 more. If you send the extra \$2.00 with your order, we will send you the Dictionary in half Russia binding.

## THE LARKIN SOAP MFG. COMPANY

BUFFALO, NEW YORK

# Your Study of Language

will never amount to much unless you delve deep into Etymology-the roots and derivations. No dictionary like THE ENCYCLOPÆDIC for this. teaches you to differentiate the uses of words that are nearly—but not quite-synonymous; gives elegant exactness to your speech.

And such exhaustive treatment! You'll be surprised to find that com-

mon words have many meanings you've forgotten-or never knew. For instance, this word "balance." Nearly a full page defining the noun alone; first in "ordinary language," then "technically;" sometimes "literally," again "figuratively;" special meanings in Mechanics, Horology, Astronomy, Book-keeping, Politics, Political Economy, etc. Every known word is treated that same way, leaving absolutely nothing more to be said.

#### More Than 250,000 Defined Words in The Encyclo-PÆDIC--the larg-

est vocabulary in any English dictionary. The Nation estimates that the Century contains about 225,000 words, the Standard 186,000, the International 140,000, and Worcester 116,000. Earlier editions of Webster have less than 100,000 words. There are less than 2,200 pages in the International, 2,126 pages in Worcester, and a little over 2,300 in the Standard.

(From The Encyclopædic)

big'-ot, s. & a. [In Dan. + bigot (s.); Ger. bigott (a.); Fr. bigot (the modern sense of the word not arising till the fifteenth century); Low Lat. bigoti, pl. A word for which a superfluity of etymologies have been given. It is deeply rooted only in the English and French tongues. Barbazan, Malone, and Michel consider it a corruption of the word Visigoth, which might become Visigot, Bisigot, Bigot, a view which Littré thinks probable. According to an old chronicle quoted by Du Cange, Rollo, the first Duke of Normandy, being required to kiss the foot of King Charles, as having received Neustria in fief, contemptuously replied, "Ne se Bigot" Not so, by God. Hence the king and court nicknamed him Bigoth. Littré, however, thinks it probable that this story was invented to explain the word. Wace, as quoted by Du Cange, says that the French called the

(From The Encyclopædic)

băl'-ançe, \*băl'-lâunçe, s. [In Dut. balans; Ger. (in Mech.) † balance; Fr. balance; Prov. balans, balanza; Sp. balanza; Ital. bilancia; Lat. bilanx = having two scales: bi (in compos. only) = two, and lanx = (1) a plate, platter, dish, and specially (2) the scale of a balance. Compare also Low Lat. ballancia, valentia = price or value.

A. Ordinary Language:

1. An instrument for weighing.

1. Lit.: That which has two scales; viz., the instrument, described under B., I. 1, for weighing bodies. It is called "a balance," "a pair of balances," or, more rarely, "balances."

The great Encyclopædic covers 5,359 pages, in four immense volumes; defines 250,000 words, and gives 50,000 encyclopædic definitions. It has no serious rival except the Century.

> Word Biography The "life-history" of words, telling of their parentage, and frequently disclosing an unaccountable divergence from the original. Take this word "bigot." More than half a column of "biography" in the book; several theories stated, but no decision given—take your choice of theories.

# Boys and Girls at High School

need the assistance that the ENCYCLOPÆDIC alone can give them. It will help them in their studies; give them confidence in their recitations; insure



higher averages; furnish topics and facts for compositions and essays; and make their education practically useful—because thorough. No bright boy or girl should be deprived of this great boon—nor need be, now.

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In many chief cities and towns—Philadelphia, St. Louis, Toledo, and a hundred others—The ENCYCLOPÆDIC has been adopted for use in the

schools and may be consulted at the school libraries. Where this privilege does not exist, it is nothing less than a duty for parents to provide their children with this invaluable helper and home educator. Thoughtful fathers and mothers will require no urging.

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We like American boys and girls, and take deep interest in their welfare. They are the people with whom we shall do business a generation later—ten, twenty, thirty years from now. We want to win their confidence in advance. Any bright boy or girl can earn a set of these magnificent books, to proudly own and enjoy forever. A little easy work at odd hours will do it. For particulars see third cover page.

(From The Encyclopædic)

dīe (1), \*de, \*dee, \*deghe, \*deghen, \*deie, \*deien, \*deighe, \*deigen, \*deighen, \*dey, \*dieghe, \*dye, \*dyghe, v. i. [From Icel. deyja; cogn. with Sw. dö, Dan. döe, O. Sax. dóian, Goth. diwan, O. H. Ger. towan, M. H. Ger. touwen; all = to die; O. Fris. deia, deja = to kill.

# Do You Ever Think

how the spellings of words are constantly changing-how many different forms have been currently accepted as correct in as many different ages? Here is the word "die."

In the dawn of English literature it was written "dyghe." Later it was reduced to "dye," but again lengthened to "dieghe," and so on. Think of it! Thirteen currently authorized spellings before this word reached its present form; and who knows that it may not yet return to the double syllable and the redundant consonants?

THE ENCYCLOPÆDIC is the only dictionary that provides full oppor-

tunity for the study of ancient orthography. In this department, as in etymology and word history, it stands

"The Encyclopædic Dictionary is remarkable for its immense utility—its power as an educator. This quality is due to the excellent arrangement and skillful condensation of its wealth of information."

From the "New York Tribune."

Edited by HON. WHITELAW REID, LL.D.

alone. Not even the "Century" compares—this scholars know.

New Words and Phrases More than 5,000 words have been added to the English language by recent advances in electrical science alone. Every new discovery and invention yields a crop of new technical terms. To own nothing but an old-time dictionary is to be without authority respecting very many

(From The Encyclopædic)

skī'-a-scope, sçī'-a-scope, s. [Gr. skia = a shadow, and  $skope\bar{o} =$  to see, to observe.] An instrument consisting essentially of an actinically darkened tube or box, having at one end a fluorescent screen upon which shadow-pictures may be projected from without, thus becoming immediately visible to the observer looking within. [See Roentgen's Method.] A similar instrument, designed by Edison, has been termed by him a fluoroscope (q. v.).

words now in daily use. THE ENCYCLOPÆDIC DICTIONARY is up to date. It contains hundreds of words not to be found elsewhere; and it is these very words-the newer ones-for which search is most frequent. Four thousand new electrical terms are among the most recent additions to the English vocabulary. Hundreds of words you'll not find elsewhere.

# We do not ask you to remit in advance

We propose to send you our Combination Case and the Premium, and give you thirty days to examine the Premium and test the Soaps. If, at the expiration of that time, you are fully satisfied, you can pay the bill—\$10.00. If not—if either the premium or the Soaps are not exactly what you would expect after reading our description—no charge will be made for the soaps you have used, and we will take the remainder away at our own expense. Isn't that fair enough?

Many people preser to send cash with order—thus requiring only one letter. We do not ask this; but it saves us some expense in the matter of book-keeping and collections. Therefore, if you remit in advance, you will receive 50 cents extra retail value in soaps of your selection, the fruits of our saving of ex-

pense of keeping the account.

When payment accompanies order, shipment will be made the next day after receipt. All other orders are filled in regular turn. Money remitted in advance will be refunded without argument, if the Combination Case or the Premium does not prove to be all you expect. We guarantee safe delivery by transpor-

tation company.

The mails make us all neighbors. To deal with us to your entire satisfaction, no knowledge of business methods is needful. We only require that your orders and all correspondence be always signed with the name of the head of the family; and if those not engaged in business for themselves will, in sending their first orders, give the name of a banker or any established business firm to whom they are known, or by whom employed, it will insure prompt shipment. Nearly all delays in shipping are caused by lack of attention to these simple requests.

We can refer you to thousands, many of whom are in your vicinity, who have used the Larkin Soaps for many years; also, any of the Buffalo, New York or Chicago banks, or any banker in

the United States. Also, the Mercantile Agencies.

# \$30 for \$10 "Our Greatest Premium" Our Greatest Premium"

For \$10.00 we will send you one of our Combination Cases, containing \$10.00 worth of our best soaps and toilet necessaries (see sample list below), and also a set of the great ENCYCLOPÆDIC DICTIONARY, in four immense quarto volumes, latest edition, which sells regularly for \$20.00. Following is a list of contents of

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(This List of Contents Changed as Desired)

100 Bars "Sweet Home" Soap \$5.0	00 ½ Doz. Borated Tar Soap25
For all laundry and household	Unequalled for washing the hair.
purposes it has no superior.	1/2 Doz. Sulphur Soap
	0 1 Bottle, 1 oz., Modjeska Per-
A perfect soap for flannels.	fume
12 Pkgs. Boraxine Soap Pow-	Delicate, refined, popular, lasting.
der (full lbs.) 1.2	
An unequalled laundry luxury.	Cream
5 Bars Honor Bright Scouring	Soothing. Cures chapped hands.
	25 1 Bottle Modjeska Tooth Powder .25
1/4 Doz. Modjeska Complexion	Preserves the teeth, hardens the
	gums, sweetens the breath.
Perfume exquisite. A match-	1 Stick Witch Hazel Shaving Soap .10
less beautifier.	The Contents, bought at retail,
1/4 Doz. Creme Oatmeal Toilet	
	The premium, worth at Retail 20.00 All C10 (You get the Dic-)
Soap .2  1/2 Doz. Elite Glycerine Toilet	All \$10. (You get the Dic-) To tionary gratis.)
Sugar	25 for $\phi$ -0. ( donary gradis. ) 530
Soap	Ψυψ

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## THE LARKIN SOAP MFG. COMPANY

BUFFALO, NEW YORK

# One of the 50,000 Encyclopædic Definitions

#### germ the'-t-ry.

1. Biology: [See Biogenesis.]

2. Pathol.: The germ theory is that the exciting cause of each contagious or infectious disease is some specific living micro-organism, and that these diseases are communicated only by the transference to and development of the specific parasite or germ within or upon the animal infected. Varro propounded the essence of the theory in regard to certain diseases 2,000 years ago, in the time of Cicero and Cæsar, and after the discovery of the bacteria by Anthony van Leeuwenhoek, Plenciz in 1762 again formulated it virtually as it is held today. But though Henle again labored for it as early as 1821, it has only been since the remarkable development of the science of bacteriology within the last twenty years and the convincing work of such scientists as Koch and Pasteur, that it has been accepted generally by the medical profession throughout the world. The bacteria are unicellular, vegetal micro-organisms, and of these there are quite a large number of classes and species. Some of these species have been found, when introduced into suitable culture media, such as the living tissues of the animal body, to be capable of producing, either directly or by their action as ferments upon the tissues, certain virulent poisons called toxines, which poisons are capable of producing the characteristic symptoms of the respective infectious maladies, it being remembered that each pathogenic organism or diseased germ elaborates its own peculiar toxine and that the symptoms produced by the toxine are practically constant and characteristic of a single specific disease. Even before the scientific establishment of the above knowledge, there was abundant a priori reason for belief in the germ theory, viz.: the fact that contagious matter increases enormously in the body of the patient and, therefore, must have life and the power of reproduction; that it is destroyed or retarded in its action by substances that have the same effect upon other low forms of life; that it withstands dilution, exidation, &c., that would destroy the power of inert dead matter; and that in disease there is more or less direct analogy to the phenomena of fermentation, which

latter we already know to be due to organic life. However, Koch has laid down the following postulates as being necessary to prove scientifically that any germ is the cause of a given disease: (1) The micro-organism must be found in the blood, lymph, or diseased tissues of a person or animal sick or dead of the disease. (2) The micro-organism must be isolated from the blood, lymph, or tissues and cultivated in suitable media outside of the body until an absolutely pure culture is obtained. This is done by carrying the cultivation through several generations until all possibility of any extraneous or contaminating matter is eliminated. (3) The pure culture thus obtained must, when introduced into a healthy susceptible animal, produce the disease in question. (4) The same organism must be found in the inoculated animal. While it is undoubtedly necessary that each one of these postulates should be fulfilled to establish the theory, on the other hand it must be admitted that if they are fulfilled with regard to any organism and disease, that organism must be a cause of that disease. Such fulfillment has been made as to many maladies of this nature, especially as to those to which both men and animals, or animals alone are susceptible; and though it is not practicable to carry out the third postulate in the case of those diseases to which human beings alone are susceptible. enough has been determined experimentally to make it almost absolutely certain that the germ theory is true for every contagious or infectious disease or malady. From what has been said, however, it should not be inferred that all such diseases are due to bacteria or vegetal micro-organisms. In some cases it seems to be more probable that the exciting cause is of an animal nature, and in others experimental research has failed to devise suitable methods for positively isolating the specific germs, though belief in their existence is still unshaken. In fact, as advances are made in bacteriology and its kindred sciences, we may reasonably expect and hope that not only will the exact cause of each communicable malady be determined, but that means for destroying or limiting the virulence and power of these foes to health and life will also be discovered and made available.

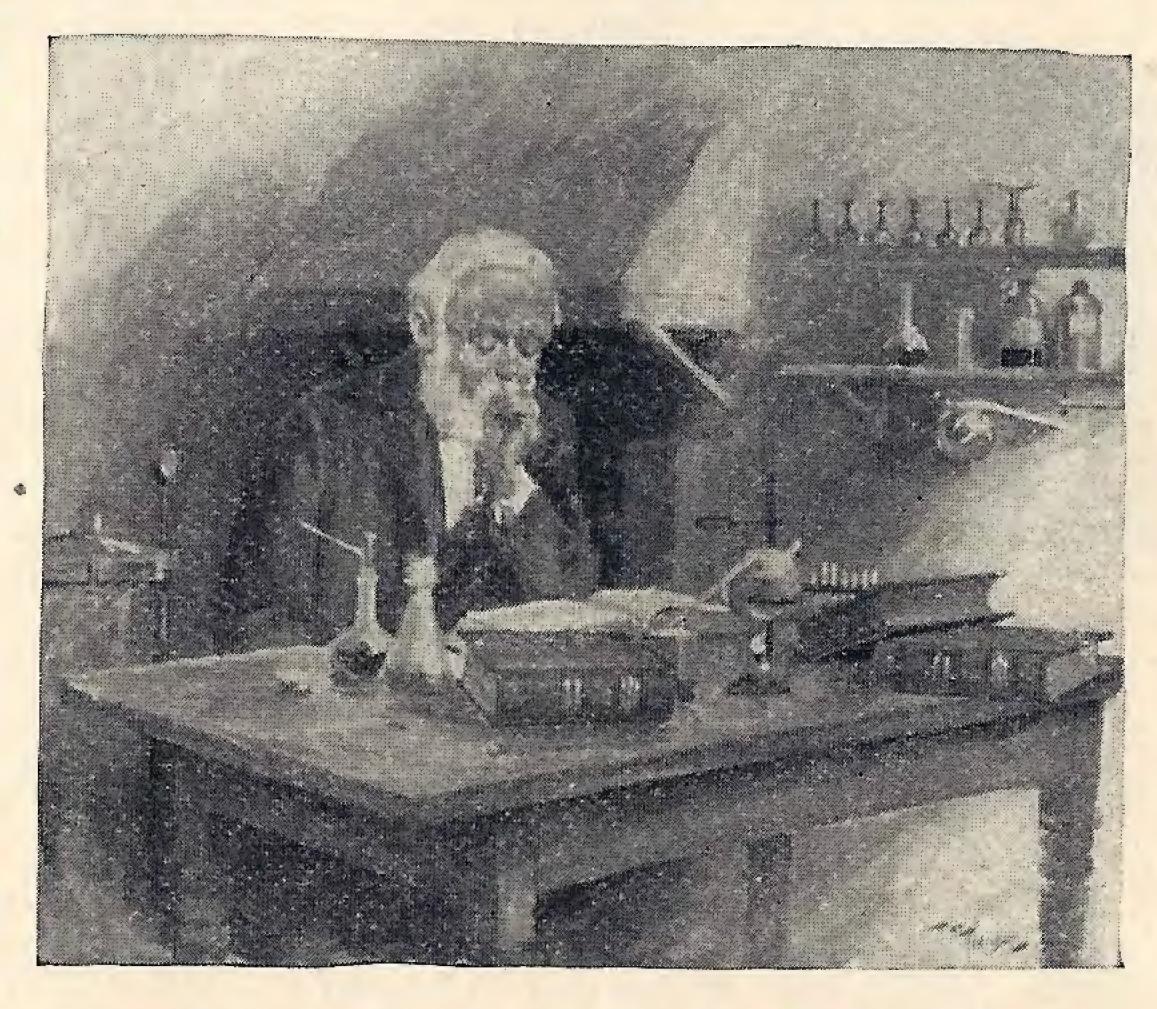
# The Wise Man in His Study needs and appreciates THE ENCYCLOPÆDIC DICTION-

ARY no less than the boy or girl at school, the merchant, mechanic, lawyer, doctor or clergyman. Though simple and popular in its language, this great work is of the most profound scholarship attainable, a "court of last resort," and the highest of high authorities. It is not merely a complete dictionary, but is also a condensed practical encyclo-

pædia, treating more than 50,000 separate topics—nearly twice as many subjects as are treated in even the great Britannica. It covers practically the whole range of

Science, Art,
Literature, Mechanics,
Electricity,
Archæology,
Architecture,
Chemistry, Geology,
Anatomy, Astronomy,
Theology,
Botany, Agriculture,
Music, etc., etc.

A modern, up-to-date work like this just suits busy people—the hurrying, hustling Americans, for instance—because its treatment of subjects is terse, giving the impor-



tant facts in briefest space. As an example, see the pathological definition of "Germ Theory," on opposite page. This model of wise condensation is from the pen of that most eminent pathologist and microscopist, Prof. Seneca Egbert, of the University of Pennsylvania. Less than a column, but the whole of the theory is stated in plainest terms. The biological definition—a totally different thing—is placed elsewhere under its proper heading, with only a cross-reference here.

THE ENCYCLOPÆDIC, with its plain language and simple alphabetic arrangement of words and topics, appeals most strongly to the busy masses. But the wisest scholars and scientists also delight to make it a constant

companion and helper.

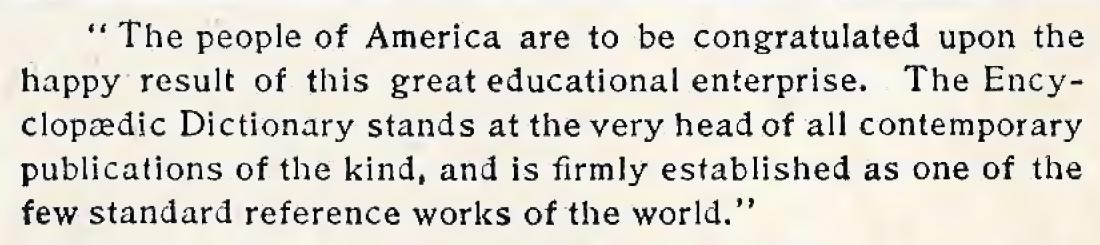
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You must have soap. It is an

absolute necessity. The only question is: Will you buy direct from us, the makers, and save the profit for yourself, or will you give it to the retailer? Will you receive the valuable premium we offer free, or will you pay the retailer its equivalent?

Our offer to give you a high-class reference work of latest date, bound in four great volumes and regularly retailing at

\$20.00 or more, absolutely free with a single purchase of



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\$10.00 worth of soaps, seems at first almost too good to be true. But we have a sound business reason for this

proposition, as for all our previous liberal offers.

Our factory has been established nearly a quarter of a century, during which time its floor space has been extended from 2,600 square feet to more than ten acres. We now manufacture over sixty million pounds of soap annually, and not an ounce is sold except direct to consumers. We have no agents in the ordinary sense. When you buy our soaps you pay no middlemen's profits, no traveller's salaries or expenses.

You pay simply for the soap you get, and at factory price.

Our regular customers to-day include nearly a million thrifty American families. Experience teaches us that the best way to secure new patrons is to make it easy for everybody to give our goods an actual trial. To accomplish this, we have for years offered attractive premiums with each \$10.00 purchase. On every such purchase there is a substantial saving equal to and representing the profits of the various middlemen. This profit we give to our customers in the shape of some valuable premium—also at first factory cost—so that we have always offered our patrons an honest \$20.00 worth for every \$10.00 paid us.

This year we intend to break all records. We are not seeking present profits, but are counting on the business that shall come to us hereafter from a million more satisfied and delighted users of our soaps.

To ensure this result, we make our great special offer of THE ENCYCLO-PÆDIC DICTIONARY—truly "our greatest premium." Instead of \$20.00 for \$10.00, you will now get a good \$30.00 worth. That is the reason and a good one it is—why you should accept our offer.

> It is not too much to assert that the possession of this splendidly exhaustive work will be worth hundreds

> > of dollars to every family

that is so fortunate as to

obtain it. To the boys

and girls it will be al-

most equivalent to a

college education. To

every member of the

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an overflowing

the studious and

profound it will

be a source of

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fount of practical "It is especially helpful in our educational knowledge. To work [in Temple College]. Students find it a great saving of time, books and money. It is a clear condensation from great fields of learning—a fit blossom of this practical age." From REV. RUSSELL H. CONWELL, D.D.

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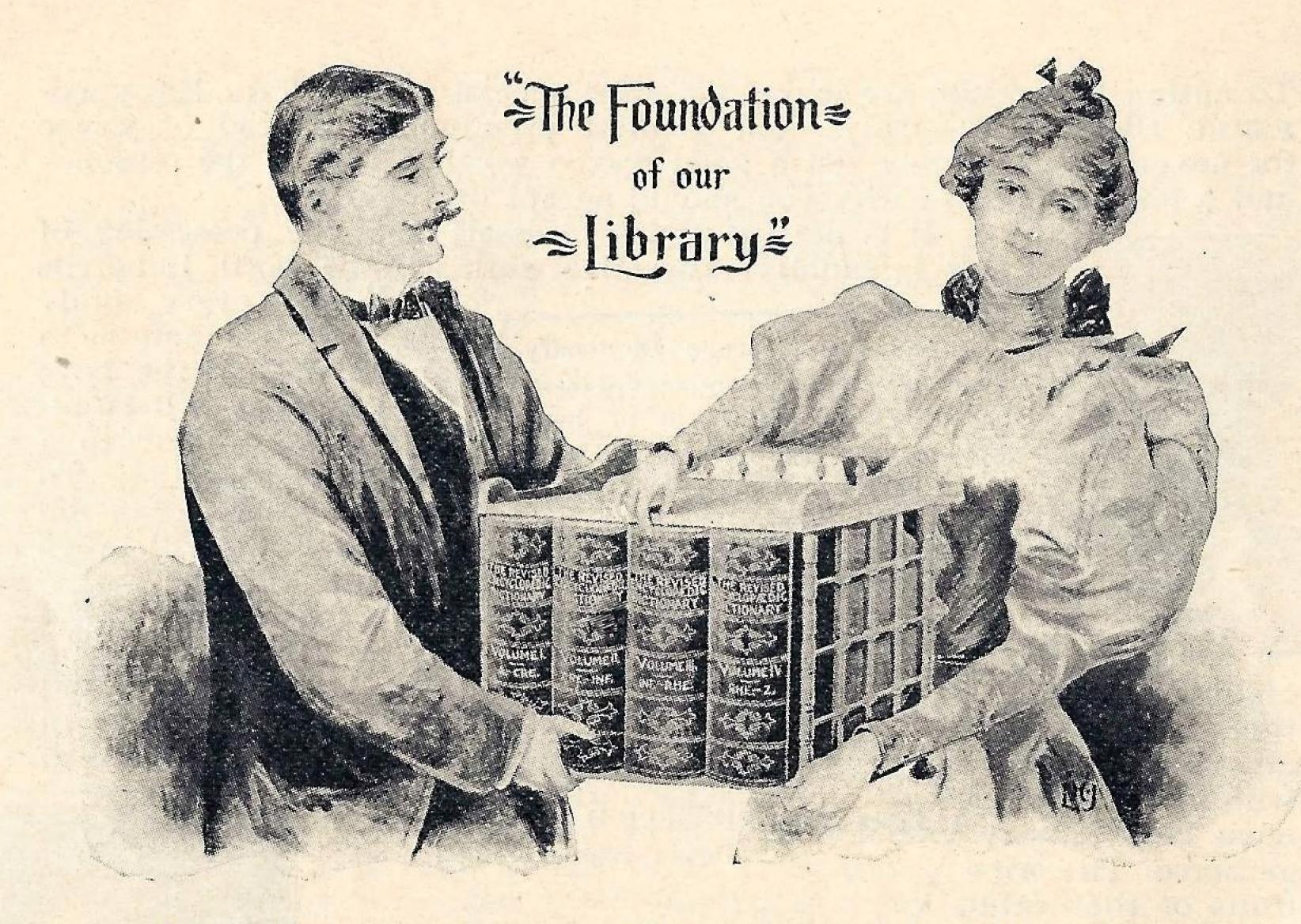
From the MOST REV. P. J. RYAN Archbishop of Phila.

endless inspiration to greater attainments; for within its covers have been wisely garnered the ripe fruits of the world's highest scholarship in all the ages.

Can you afford to miss this chance? Remember, you need pay us no money until you have seen, examined, tried

practical test have demonstrated the superiority of our soaps and toilet requisites, and the testimony of countless scholars, educators and specialists in all branches of learning is sufficient guarantee that the Dictionary is all that we claim. You will be delighted with both. Do not delay. Our edition of the Dictionary is large, but the demand will certainly be enormous. Orders will be filled in turn, as received, until our stock of books is exhausted. To make sure of securing this great premium, we earnestly advise an early acceptance of our special offer.

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# CAN EARN OUR VALUABLE PREMIUMS.

And Mature Age Is No Barrier.

T is wise to encourage the commercial instinct that frequently shows itself in boys and girls. It teaches them self-reliance and gives an early idea of the monetary value of work.

We have an easy plan that enables active young people to earn one, or several of our Premiums. As stated on page 11 of this pamphlet, we make up our Combination Cases of the Larkin Soaps in any assortment desired to the total value of \$10.00 at regular list prices. One bright girl or boy starts out and canvasses his neighborhood until his orders aggregate \$10.00 at retail prices. The order is then sent us signed by the head of the family. We ship the Soaps and the Premium together. On arrival of the case the young merchant delivers the goods to his customers and the \$10.00 collected pays our bill. The Premium remains to pay "Young America" for his work. He gets the "middle-man's" profit in the form of a \$20.00 Encyclopædic Dictionary or some other valuable Premium selected from our varied list.

Do not forget that this can be done over and over again. The wide-awake boy or girl can earn a dozen Larkin Premiums—one after another. We can name several towns not exceeding 20,000 population in which over 1000 of our beautiful Premiums have already been earned in just this way.

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We publish a beautiful Premium List issued to our customers only, giving unequalled opportunities to secure valuable Club Premiums, a copy of which is sent to each customer. We also publish a booklet handsomely printed in colors, which illustrates and describes 20 valuable Premiums, which are offered free with the Larkin Soaps. The booklet is mailed without charge to any one who writes for it.

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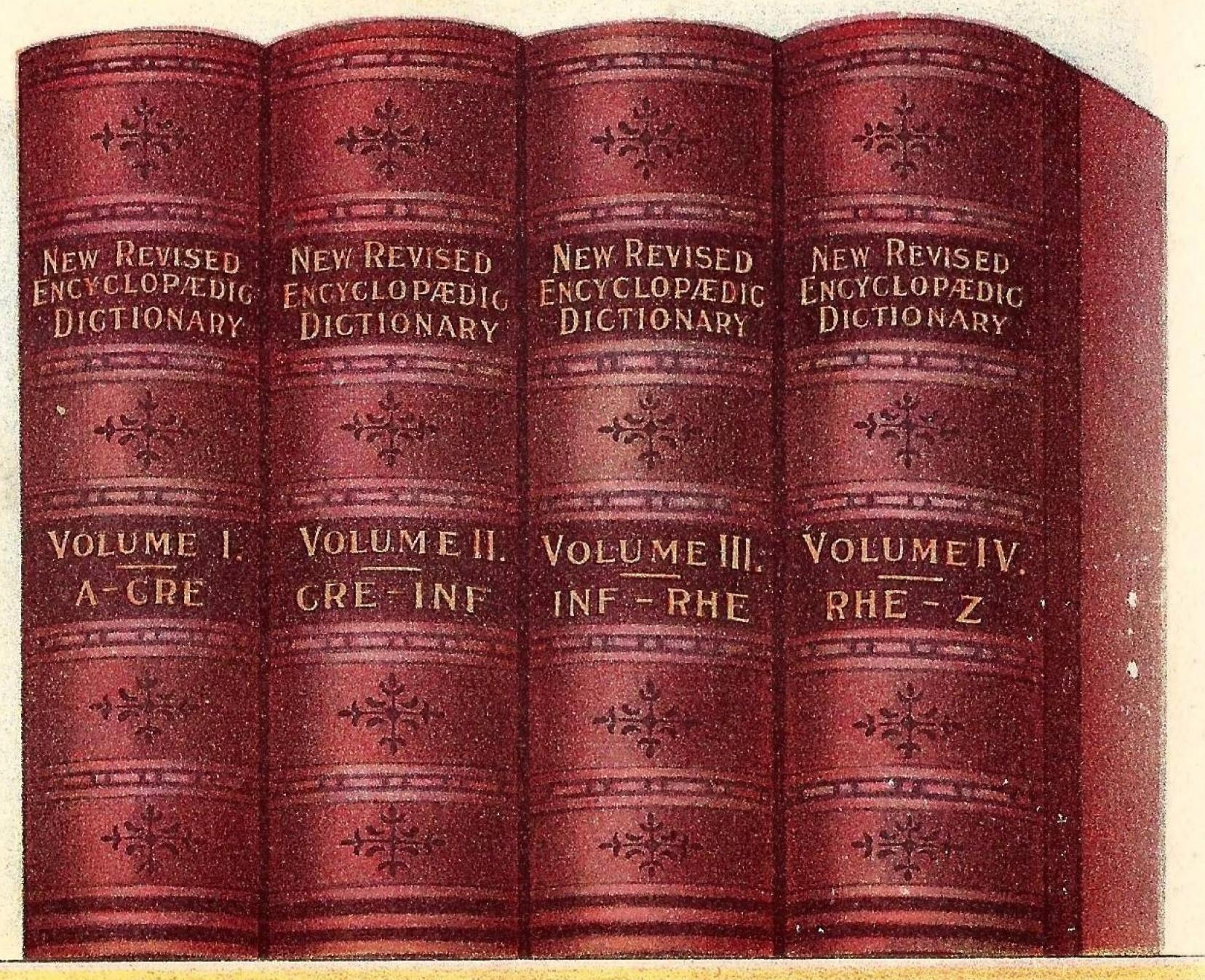
Posted on: January 18, 2020

Larkin Street, BUFFALO, N. Y.

Edited by: Brian D. Szafranski; Elma NY USA

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